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Anne Kirby • 3rd

Director, Trade & Distribution
Cleveland/Akron, Ohio Area

Connect

I am a self motivated, results driven sales and trade professional looking to take on new and rewarding challenges. I want to partner with healthcare companies that market products and technologies with unique advantages. I will align myself with professionals that will allow me to leverage my selling capab...

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Vyera Pharmaceuticals, LLC

The University of Akron

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Janis Lechner RN BSN • 2nd
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Nancy Retzlaff • 2nd
Senior Commercial Leader - Pharmaceutical & Biotech Indus



Lance Ranck RN, M.B.A., B...
Strategic Account Manager at V Pharmaceuticals, LLC



Kevin P. Mulleady • 2nd
Regional Sales Manager

Experience

Director of Trade & Distribution

Vyera Pharmaceuticals, LLC

Dec 2016 – Present • 1 yr 8 mos

Role entails optimizing corporate relationships with distribution partners, managing exclusive specialty distribution strategy, and ensuring access to patients.



National Key Account Manager

Turing Pharmaceuticals AG

Jul 2015 – Dec 2016 • 1 yr 6 mos
Ohio, Pittsburgh

Responsibilities included contracting with hospital systems nationally, coordinating efforts with local Key Account Managers, and uncovering opportunities for overall company success. Role evolved into contracting with GPO's, initiating a Managed Markets strategy, and development of pull through strategies. Launched specialty, generic medication with key psychiatry practitioners.



Regional Manager

Hummingbird Neuromonitoring

Jul 2014 – Jul 2015 • 1 yr 1 mo
Ohio, Pittsburgh, Detroit

Responsibilities included introducing Neurosurgeons and Neurointensivists to Hummingbird Neuromonitoring technology. Company offered multimodal monitoring systems enabling simultaneous ICP monitoring and ventricular drainage with flexible access ports for placement of advanced monitoring probes. System relied upon a novel pneumatic-based intracranial pressure monitoring system. Was responsible for supporting cases and education of nurses in the ICU and OR.

Messaging





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Kevin is polished and a true professional. He is thoughtful in how he presents himself and his company. I am confident Kevin would be an asset to any company launching a new product or building a reputation in the marketplace.

Kathryn Andicoy
Senior Administrative
Assistant, CBRE Capital
Advisors

November 30, 2016, Anne and Kathryn were students together

I worked with Kathryn for about a year. Over the past couple months I transitioned into a headquarters based role. Kathryn went above and beyond to make the transition smooth, and allow me to focus on my responsibilities. She was always one step ahead of me and on top of every detail.

I have been in the pharmaceutical and device industry for 14 years, including three startup companies. During my tenure, I have learned that the culture of the organization is one of the key aspects of company success. Kathryn is somebody that through a positive attitude, thoughtfulness, and attention to detail helps create a productive corporate culture. She has a contagious positive attitude and would be a great addition to any team.